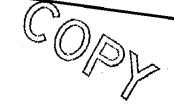
# RJ REYNOLDS TOBACCO COMPANY



S. R. MacLEOD Region Operations Mgr

150 Lawrence Bell Drive Suite #10B Williamsville, NY 14221 (716) 634-9232 Fax (716) 634-3145

March 6, 1997

## **RJR Account #124920**

F. Colucci

F. COLUCCI, INC.

# APRIL DORAL BOX 100 B1G1F / PROMOTION #700447

#### Dear Frank:

DORAL B1G1F pre-sleeved product has been ordered (see quantities listed below), as well as 15 skus of 4-carton displays (Item #526424) to pack the above promotion for your participating retail accounts. All additional pertinent promotional information is listed below:

### #/ (6M) Cases

 B1G1F
 STYLE
 UPC Code

 1
 Full Flavor Box 100
 12300-23993

 1
 Light Box 100
 12300-23994

Product / Premium Arrival:

March 31, 1997

Ship Date to Retail:

Week of: April 7, 1997

SKU CUBE:

0.2618

SKU WT (w/o Product):

0.7600 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

2 Savings Cartons

EFT \$ Amount:

\$86.17

Non-EFT \$ Amount:

\$N/A

-2-B1G1F F. COLUCCI, INC.

**Promotion Description:** 

Utilize 4-Carton Shipper Display. Place 20 *pre-sleeved* B1G1F units each of *Doral FF Box 100 and Doral Lt Box 100* into the 4-Carton Shipper Display.

SHIP TWO (2) DISPLAYS TO EACH ACCOUNT ON THE ATTACHED CUSTOMER LIST

A list of accounts authorized to receive packed displays is attached. RJR will reimburse you \$14.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$7.00 (1/2 (12M) case(s) @ \$14.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell
Promotional Coordinator / 1610

/ic

cc: 162601

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-DORBOX.DOC

WHOLESALER: 124920 FRANK COLUCCI INC

INSTRUCTIONS: DORAL BOX BIGIF INTRODUCTION:

DORAL LIGHT BOX 100 / DORAL FULL FLAVOR BOX 100

SHIP (2) DISPLAYS TO EACH RETAIL ACCOUNT

	-	Territory	Name	Address	City		CCF	Volume
••••				*******************	***************************************		 	
	319797	1626 01	FILL-N-SHINE	700 MAIN ST	NIAGARA FALLS	NY	A 12	120
	626726	1626 01	NICK'S SUNOCO #3	2977 NIAGARA FALLS BLVD.	AMHERST	NY	A 12	
	626730	1626 01	NICK'S SUNOCO #2	2546 NIAGARA FALLS BLVD	TONAWANDA	NY	A 12	100
	738967	1626 01	EXPRESS MINI MART	601 19TH ST	NIAGARA FALLS	NY	λ 04	9.0

Total Accounts



8 Displays

GHCP18RN1610XX TEMPORARY PAYMENT DETAIL REPORT

04/15/97

ACCOUNT NUMBER: 124920 VOUCHER NUMBER: 15350038

DATE WRITTEN: 04/15/97

FRANK COLUCCI INC 1611 PINE AVE NIAGARA FALLS , NY 14301

STATUS: PAID

AMOUNT PAID:

7.00

SEND CHECK TO: ROU

DESCRIPTION

UNITS

'97 VAP PK & SHP

0.50

TANOMA 7.00

EXPLANATION: DORAL BOX B1G1F/#700447/SR 162601